



TATES **LANGE COMMISSION** D.C. 20549

OMB Number:

3235-0123 **Expires:** January 31, 2007

Estimated average burden

hours per response......12.00

ANNUAL AUDITED REPORTCEIVED

**FORM X-17A-5** PART III

SEC FILE NUMBER 8-37885

**FACING PAGE** 

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING _	1/1/04	AND ENDING	12/31/04
	MM/DD/YY		MM/DD/YY
A. REGISTRA	ANT IDENTIFICAT	TION	
NAME OF BROKER-DEALER:		O	FFICIAL USE ONLY
E.S. Hope I	Discount Brokers, Inc.		FIRM I.D. NO.
ADDRESS OF PRINCIPAL PLACE OF BUSINES	SS: (Do not use P.O. B	ox No.)	
	ott Street, Suite 103		
·	No. and Street)		
(City)	Diego, CA 92106 (State)	(Zip Cod	e)
NAME AND TELEPHONE NUMBER OF PERSO	ON TO CONTACT IN	REGARD TO THIS R	EPORT
Victor Tokach		(619) 224-	2485
		(Area Code - Tele	phone No.)
B. ACCOUNTA	ANT IDENTIFICA	TION	
INDEPENDENT PUBLIC ACCOUNTANT whose	opinion is contained i	in this Report*	
BOROS	& FARRINGTON		
(Name - if individu	ial, state last, first, middle	name)	
11770 Bernardo Plaza Co	ourt, Suite 210, San Di	ego, CA 92128	
(Address) (City)		(State)	(Zip Code)
CHECK ONE:		/\$	ROCESSED
☐ Certified Public Accountant		$\sim$ / $^{\circ}$	
☐ Public Accountant	0.1.	$\mathcal{V}$	MAR 15 2005
☐ Accountant not resident in United State	es or any of its possess	sions.	TATOMETON
FOR OFF	FICIAL USE ONLY		MANGAL

\* Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).

SEC 1410 (3-91)

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the farm displays a currently valid OMB control number.

## **OATH OR AFFIRMATION**

I, Victor Tokach, swear (or affirm) that, to the best of my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of E.S. Hope Discount Brokers, Inc., as of December 31, 2004, are true and correct. I further swear (or affirm) that neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account classified solely as that of a customer, except as follows:

	•	· · · · · · · · · · · · · · · · · · ·
		None
		that
-		Signature
		Ul Fin Ops
		Title
		(Alle)
		Notary Public  C. DICKSON  Commission of 14308.00
		Notary Public - California
This	s repo	rt ** contains (check all applicable boxes):
Ø	(a)	Facing page.
<u>a</u>	(b)	Statement of Financial Condition. Statement of Income (Loss).
$\square$	(c) (d)	Statement of Cash Flows.
$\overline{\square}$	(e)	Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietor's Capital.
$\square$	(f)	Statement of Changes in Liabilities Subordinated to Claims of Creditors.
Ø	(g)	Computation of Net Capital.
	(h) (i)	Computation of Determination of Reserve Requirements Pursuant to Rule 15c3-3.  Information Relating to the Possession or Control Requirements Under Rule 15c3-3.
	(i)	A Reconciliation, including appropriate explanation, of the Computation of Net Capital Under
	07	Rule 15c3-1 and the Computation for Determination of the Reserve Requirements Under
		Exhibit A of Rule 15c3-3.
	(k)	A Reconciliation between the audited and unaudited Statements of Financial Condition with
Ø	(1)	respect to methods of consolidation.  An Oath or Affirmation.
	` '	A copy of the SIPC Supplemental Report.
$\overline{\mathbf{V}}$	(n)	A report describing any material inadequacies found to exist or found to have existed since the
		date of the previous audit.

<sup>\*\*</sup> For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

## **Table of Contents**

	Page
Independent Auditor's Report	1
Audited Financial Statements:	
Statement of Financial Condition	2
Statement of Income	3
Statement of Changes in Stockholders' Equity	4
Statement of Liabilities Subordinated to Claims of General Creditors	4
Statement of Cash Flows	5
Notes to Financial Statements	6-7
Other Financial Information:	
Schedule I - Computation of Net Capital Pursuant to Rule 15c3-1	8
Schedule II - Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3	9
Schedule III - Information Relating to the Possession or Control Requirements Pursuant to Rule 15c3-3	10
Independent Auditor's Supplementary Report on Internal Control Structure Required by Rule 17a-5	11-12

11770 Bernardo Plaza Court, Suite 210 San Diego, CA 92128-2424 (858) 487-8518 Fax (858) 487-6794

### **INDEPENDENT AUDITOR'S REPORT**

Board of Directors E. S. Hope Discount Brokers, Inc.

We have audited the accompanying statement of financial condition of E. S. Hope Discount Brokers, Inc. (dba E. S. Hope Financial) as of December 31, 2004, and the related statements of income, changes in stockholders' equity, liabilities subordinated to claims of general creditors, and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of E. S. Hope Discount Brokers, Inc. at December 31, 2004 and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules I, II, and III is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 of the Securities Exchange Commission. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Boros & Farmyton APC
February 16, 2005
San Diego, California

### **Statement of Financial Condition**

### December 31, 2004

#### **ASSETS**

Cash Deposits with clearing organization Commissions receivable Property and equipment, less accumulated amortization of \$17,348	\$ 6,895 23,496 5,429 <u>5</u> \$ 35,825
LIABILITIES AND STOCKHOLDERS' EQUITY	
Liabilities Accounts payable and accrued liabilities	\$ 3,540
Commitments (Note 3)	
Stockholders' equity	
Common stock, 1,000,000 shares authorized	197,948
Paid-in capital	9,500
Accumulated deficit	<u>(175,163</u> )
Total stockholders' equity	32,285
	<u>\$ 35,825</u>

### **Statement of Income**

## Year Ended December 31, 2004

Revenues	
Commissions	<u>\$186,613</u>
Expenses	
Commissions and clearing charges	53,098
Compensation and employee benefits	43,769
Insurance	30,691
Rent	30,396
Outside services	11,134
Telephone and postage	9,225
Information services	4,872
Taxes, licenses, and fees	2,174
Office expenses	1,721
Maintenance	1,500
Interest	1,413
Dues and subscriptions	1,333
Depreciation and amortization	<u> 276</u>
Total expenses	<u>191,602</u>
Loss before income taxes	(4,989)
Income taxes	(800)
Net loss	<u>\$ 5,789</u>

## Statement of Changes in Stockholders' Equity Year Ended December 31, 2004

	Common Stock		Common Stock		Common Stock		Paid-in	Accumulated
	Shares	Amount	Capital	Deficit				
Balance, beginning of year	117,674	\$172,948	\$9,500	\$(169,374)				
Conversion of subordinated note payable to common stock	132,135	25,000	-	-				
Net loss				(5,789)				
Balance, end of year	<u>249,809</u>	<u>\$197,948</u>	<u>\$9,500</u>	<u>\$(175,163</u> )				

# Statement of Liabilities Subordinated to Claims of General Creditors Year Ended December 31, 2004

Balance, beginning of year	\$ 25,000
Increases	-
Decreases	(25,000)
Balance, end of year	<u>\$</u>

### **Statement of Cash Flows**

## Year Ended December 31, 2004

Cash flows from operating activities Net loss Adjustments to reconcile net loss to net cash from operating activities	\$ (5,789)
Depreciation and amortization	276
Changes in operating assets and liabilities Commissions receivable	(1,267)
Accounts payable and accrued liabilities  Net cash from operating activities	$\frac{853}{(5,927)}$
•	
Cash flows from investing activities Deposits with clearing organization	1,504
Net decrease in cash	(4,423)
Cash, beginning of year	11,318
Cash, end of year	<u>\$ 6,895</u>
Non-cash investing and financing activities:  Conversion of subordinated note to common stock	<u>\$ 25,000</u>
Supplemental disclosure of cash flow information:	
Interest paid	<u>\$ 1,413</u>
Taxes paid	<u>\$ 800</u>

### E. S. HOPE DISCOUNT BROKERS, INC.

(dba E. S. Hope Financial)

#### **Notes to Financial Statements**

#### 1. THE COMPANY AND ITS SIGNIFICANT ACCOUNTING POLICIES

The Company. E. S. Hope Discount Brokers, Inc. (the "Company") is a registered broker-dealer licensed by the United States Securities and Exchange Commission ("SEC") and is a member of the National Association of Securities Dealers and the Securities Investor Protection Corporation. The Company provides broker-dealer services as an introducing broker dealer transacting securities transactions on a fully disclosed basis.

Accounting Estimates. The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results may differ from those estimates.

**Revenue Recognition.** Security transactions and the related commission revenue are recorded on a settlement date basis.

Furniture and Equipment. Furniture and equipment are stated at cost less accumulated depreciation. Additions, renovations, and improvements are capitalized. Maintenance and repairs which do not extend asset lives are expensed as incurred. Depreciation is provided on the straight-line method over the estimated useful lives of the assets (five years).

*Income Taxes.* The Company has elected S corporation status under the state and federal tax laws. Accordingly, income or losses pass through to the Company's stockholders, and no provision for federal income taxes has been reflected in the accompanying financial statements. State income taxes have been provided at the reduced rate applicable to S corporations.

Concentration of Credit Risk. The company maintains cash balances with various financial institutions. Management performs periodic evaluations of the relative credit standing of these institutions. The Company has not sustained any material credit losses from these instruments.

Financial Instruments. The carrying values reflected in the statement of financial condition at December 31, 2004 reasonably approximate the fair values for financial instruments. In making such assessment, the Company has utilized discounted cash flow analyses, estimates, and quoted market prices as appropriate. No allowance for potential credit losses was considered necessary at December 31, 2004.

#### E. S. HOPE DISCOUNT BROKERS, INC.

(dba E. S. Hope Financial)

#### **Notes to Financial Statements**

#### 2. SUBORDINATED LIABILITY

During the year ended December 31, 2004, the subordinated note payable of \$25,000 was converted into 132,135 shares of the Company's common stock.

#### 3. **COMMITMENTS**

Lease Agreement. The Company leases its offices under a short-term operating lease.

#### 4. NET CAPITAL REQUIREMENTS

Under Rule 15c3-1 of the Securities Exchange Act of 1934, the Company is required to maintain a minimum net capital (as defined) and a ratio of aggregate indebtedness to net capital (as defined) not exceeding 15 to 1.

The Company's ratio at December 31, 2004 was 0.12 to 1. The basic concept of the Rule is liquidity, its object being to require a broker-dealer in securities to have at all times sufficient liquid assets to cover its current indebtedness. At December 31, 2004, the Company had net capital of \$29,122 which was \$4,122 in excess of the amount required by the SEC.

### 5. RESERVE REQUIREMENT FOR BROKERS AND DEALERS IN SECURITIES

The Company is exempt from provisions of Rule 15c3-3 (per paragraph K(2)(B) of such Rule) under the Securities Exchange Act of 1934 as an introducing broker or dealer transacting security transactions on a fully disclosed basis. The Company does not maintain physical custody of securities. Because of such exemption the Company is not required to prepare a determination of reserve requirement for brokers and dealers in securities.

#### 6. OFF BALANCE SHEET RISK

As discussed in Note 1, the Company does not hold customer segregated cash or securities balances. Transactions are processed by a clearing firm on a fully disclosed basis. In conjunction with this arrangement, the Company is contingently liable for any unsecured debit balances in the customer accounts introduced by the Company. These customer activities may expose the Company to off-balance-sheet credit risk in the event the introduced customer is unable to fulfill its contracted obligations. The Company seeks to control such credit risk by monitoring its exposure to the risk of loss daily, on an account-by-account basis. At December 31, 2004, the Company was not responsible for any unsecured debits and did not have any open positions in its trading accounts.

\*\*\*\*

# Computation of Net Capital Pursuant to Rule 15c3-1

### December 31, 2004

Total stockholders' equity	\$32,285
Less non-allowable assets Commissions receivable Furniture and equipment	3,158 5
Net capital	\$29,122
Total aggregate indebtedness	\$ 3,540
Ratio of aggregate indebtedness to net capital	0.12
Minimum net capital required	<u>\$25,000</u>

Note: There are no differences between the net capital reported above and the net capital reported on form FOCUS X-17A-5 Part IIA as of December 31, 2004.

#### Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3

December 31, 2004

Because the Company does not hold funds or securities for the account of any customers, as defined by Securities and Exchange Commission Rule 15c3-3, no reserve is required and this schedule is not applicable. Consequently, a reserve requirement was not calculated in Part II of Form X-17A-5 of this Company's FOCUS report as of December 31, 2004; and a reconciliation to that calculation is not included herein.

# Information Relating to the Possession or Control Requirements Pursuant to Rule 15c3-3

December 31, 2004

The Company is exempt from Rule 15c3-3 under the exemptive provisions of section (k)(2)(B) and, accordingly, has no possession or control requirements.

# INDEPENDENT AUDITOR'S SUPPLEMENTARY REPORT ON INTERNAL CONTROL STRUCTURE

Board of Directors E. S. Hope Discount Brokers, Inc.

In planning and performing our audit of the financial statements of E. S. Hope Discount Brokers, Inc. (the "Company") for the year ended December 31, 2004, we considered its internal control structure, including procedures for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on the internal control structure.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission, we have made a study of the practices and procedures (including tests of compliance with such practices and procedures) followed by the Company that we considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness and net capital under Rule 17a-3(a)(11) and in complying with the conditions of exemption from Rule 15c3-3. We did not review the practices and procedures followed by the Company in making the quarterly securities examinations, counts, verifications, and comparisons, and the recordation of differences required by Rule 17a-13 or in complying with the requirements for prompt payment of securities under section 8 of Regulation T of the Board of Governors of the Federal Reserve System, because the Company does not carry security accounts for customers or perform custodial functions relating to customer securities.

The management of the Company is responsible for establishing and maintaining an internal control structure and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of internal control structure policies and procedures and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the Commission's above-mentioned objectives. Two of the objectives of an internal control structure and the practices and procedures are to provide management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in any internal control structure or the practices and procedures referred to above, errors or irregularities may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of the internal control structure would not necessarily disclose all matters in the internal control structure that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control structure elements does not reduce to a relatively low level the risk that errors or irregularities in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving the internal control structure, including procedures for safeguarding securities, that we consider to be a material weakness as defined above.

We understand that the practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the Commission to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2004, to meet the Commission's objectives. In addition, the Company was in compliance with the exemptive provisions of Rule 15c3-3 at December 31, 2004 and, further, no facts came to our attention indicating that the Company was not in compliance with such conditions during the year ended December 31, 2004.

This report is intended solely for the use of management and the Securities and Exchange Commission and other regulatory agencies which rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 and should not be used for any other purpose.

Beros & Farmatan APC
February 16, 2005